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4/89

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 2 March 1989

SOUTHWESTERN REGION (SWPA)

American Graduate School of International Management - Thunderbird
Arkansas College
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
Pan American University
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1988, and August 31, 1989. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (February 3, 1989, through February 3, 1989) and cumulatively (September 1, 1988, and March 3, 1989).

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SWPA REGIONAL Report No. 2 MARCH 1989

(Data Combined for Men and Women)

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

INTERIM PERIOD 2/3/89 THROUGH 3/6/89

CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
BUSINESS														
ACCOUNTING	75	1197	$25368	$25896	$27000	$25500	$23000	308	2528	$25051	$25261	$27000	$25000	$23000
BUSINESS ADMIN (INCL MGMT	16	123	23075	23179	*	*	*	48	453	22504	22371	26506	21500	17000
DISTRIBUTION MANAGEMENT	+	3	+	21331				1	39	19875	24129	*	*	*
ECONOM & FINANCE (BANKING	26	207	24449	24988	27000	24684	19200	94	460	23724	23876	27000	24000	18000
HOTEL/RESTAURANT MGMT.	2	2	20750	20750	*	*	*	5	66	21820	19767	*	*	*
HUMAN RSRCS (incl LABOR R	+	10	+	22126				3	33	19133	21716	*	*	*
MANAGEMENT INFO SYSTEMS	13	39	27472	28732	*	*	*	48	177	26359	27090	30000	2.000	24000
MARKETING/MARK MGMT (RESR	19	164	21345	22585	*	*	*	69	486	21958	22190	27000	21600	16000
REAL ESTATE	+	+	+	+				2	6	16863	22788	*	*	*
COMMUNICATIONS														
ADVERTISING	+	+	+	+				1	10	18700	19249	*	*	*
COMMUNICATIONS	1	8	17000	18700	*	*	*	6	68	18458	19883	*	*	*
JOURNALISM	+	2	+	15950				1	30	18000	18513	*	*	*
TELECOMMUN/BROADCASTING	+	2	+	19500				+	9	+	14997			
EDUCATION														
ELEMENTARY EDUCATION	1	7	18500	21104	*	*	*	9	83	18639	17558	*	*	*
PRE-ELEMENTARY EDUCATION	+	+	+	+				+	4	+	13090			
PHYSICAL EDUCATION	1	1	12000	12000	*	*	*	2	9	15350	18897	*	*	*
SPECIAL EDUCATION	1	5	18086	19697	*	*	*	4	24	20622	19704	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	1	+	20000				+	12	+	17292			
TEXTILES & CLOTHING	+	15	+	19167				2	26	12720	18218	*	*	*
MERCHANDISING MANAGEMENT	+	4	+	22625				+	7	+	20714			
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	19500				+	10	+	19782			
LETTERS (incl English, Li	+	5	+	20200				1	35	24000	19419	*	*	*
VISUAL & PERFORMING ARTS	1	2	17136	18068	*	*	*	2	19	16293	15627	*	*	*
HUMANITIES - OTHER	+	9	+	20045				+	31	+	21956			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	1	+	20000				3	18	15083	19525	*	*	*
HISTORY	1	4	23000	19900	*	*	*	1	13	23000	18863	*	*	*
POLITICAL SCIENCE/GOVT	1	6	19463	19244	*	*	*	1	24	19463	19496	*	*	*
PSYCHOLOGY	2	12	23000	20623	*	*	*	4	50	19745	18211	*	*	*
SOCIOLOGY	1	4	28788	21447	*	*	*	1	18	28788	19550	*	*	*
SOCIAL SCIENCES-OTHER	+	3	+	19600				1	28	21378	18843	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	6	75	29879	29615	*	*	*	21	115	28246	29204	31000	29900	24342
AGRICULTURAL	+	5	+	25939				1	8	19000	23632	*	*	*
ARCHITECTURAL	+	1	+	25000				1	6	27720	22813	*	*	*
BIOENGINEERING & BIOMEDIC	+	2	+	22289				1	6	24300	26306	*	*	*
CHEMICAL	104	329	33234	33058	34800	33500	31200	150	543	33155	32812	35000	33500	31000
CIVIL	19	204	29547	26357	*	*	*	36	361	26956	26090	32572	27000	21372
COMPUTER	1	50	27560	30258	*	*	*	9	91	27251	29800	*	*	*
ELECTRICAL/ELECTRONIC	37	557	30883	30550	33500	31252	27500	110	949	29864	30269	33400	30750	25000

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 2/3/89 THROUGH 3/6/89

CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
ENGINEERING (continued)														
INDUSTRIAL	2	123	$26100	$29719	*	*	*	10	206	$27030	$29378	*	*	*
MECHANICAL	61	591	31346	30625	$35040	$31100	$27600	144	1029	30549	30317	$34700	$30270	$27000
METALLURGICAL	+	41	+	29561				+	50	+	29580			
MINING (INCL GEOLOGICAL)	+	7	+	24651				+	9	+	24714			
NUCLEAR	+	4	+	31925				+	5	+	31540			
PETROLEUM	22	26	34142	34936	36000	35000	27600	47	62	31583	32202	36140	30000	24960
TEXTILE	+	+	+	+				+	3	+	27333			
ENGINEERING TECHNOLOGY	1	63	33600	27566	*	*	*	18	160	25799	28085	*	*	*
INDUSTRIAL TECHNOLOGY	+	13	+	26310				1	25	25000	25870	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	2	+	25400				+	25	+	22106			
ANIMAL SCIENCES	1	2	15000	17250	*	*	*	1	7	15000	18771	*	*	*
PLANT SCIENCES	+	+	+	+				+	5	+	17656			
NATURAL RESOURCES	+	+	+	+				+	1	+	22800			
OTHER AGRICULTURAL SCIENC	+	3	+	15833				+	18	+	20814			
COMPUTER SCIENCE														
COMPUTER SCIENCE	24	164	27515	28497	30300	28350	24000	35	378	27026	27691	30300	27900	24000
COMPUTER PROGRAMMING	+	5	+	25792				3	26	23959	26131	*	*	*
INFORMATION SCIENCES & SY	9	52	25133	26687	*	*	*	12	94	25072	26361	*	*	*
SYSTEMS ANALYSIS	+	1	+	31000				2	8	25550	28575	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	1	4	30000	24650	*	*	*	1	44	30000	23950	*	*	*
HEALTH SCIENCES	+	3	+	23000				2	23	22613	18710	*	*	*
NURSING	+	1	+	20000				3	80	20747	23062	*	*	*
PHARMACY	+	15	+	35255				+	65	+	36276			
SCIENCES														
ACTUARIAL	+	1	+	24504				+	6	+	30384			
ARCHITECTURAL & ENVIRONME	+	4	+	26350				1	14	23400	24380	*	*	*
BIOLOGICAL	+	1	+	26500				1	14	17700	19471	*	*	*
CHEMISTRY	+	31	+	31310				+	57	+	29349			
GEOLOGY & GEOLOGICAL SCI	+	2	+	23500				1	5	15000	23032	*	*	*
MATHEMATICS	1	24	30096	27367	*	*	*	2	60	28798	25079	*	*	*
PHYSICS	+	2	+	29626				+	7	+	27036			
OTHER PHYSICAL & EARTH SC	+	+	+	+				+	11	+	22655			
TOTALS	450	4245						1230	9352					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/3/89 THROUGH 3/6/89							CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	61	1055	$25617	$26071	$27000	$25500	$24000	249	2164	$25267	$25476	$27000	$25500	$23500
ACCOUNTING (PRIVATE)	23	183	25598	25060	27000	26000	24000	80	413	24500	23974	27000	24622	22500
COMMERCIAL BANKING (CNSMR	+	8	+	22911				2	48	21450	21778	*	*	*
COMMERCIAL BANKING (LENDG	1	18	24000	22967	*	*	*	5	43	25500	21844	*	*	*
INVESTMT BANKING (CORP FN	+	3	+	30667				2	12	27800	25192	*	*	*
INVESTMT BANKNG (M & A)	1	4	24504	26500	*	*	*	1	5	24504	28040	*	*	*
INVESTMT BANKG (REAL EST)	+	+	+	+				1	4	16000	17175	*	*	*
INVESTMT BANKG (SALES & T	+	3	+	25000				1	6	17500	22917	*	*	*
FINANCIAL/TREASURY ANALYS	10	69	23802	25900	*	*	*	27	148	22940	24801	26500	24600	17200
PORTFOLIO MGMT/BROKERAGE	+	4	+	22498				+	13	+	22515			
UNDERWRITING	3	9	20667	19821	*	*	*	7	30	20637	20785	*	*	*
MARKETING														
ADVERTISING	+	3	+	20800				+	13	+	17840			
BRAND/PRODUCT MANAGEMENT	1	31	28000	24395	*	*	*	4	89	24250	24072	*	*	*
BUYER/MERCHANDISING	6	76	24200	21823	*	*	*	16	145	22754	22123	*	*	*
MARKET RESEARCH	+	10	+	27589				2	36	21250	23411	*	*	*
SALES	25	160	23756	24079	32520	21750	16000	55	490	23697	23137	31200	24000	16000
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				+	14	+	23598			
MEDIA PLANNING	+	3	+	27767				+	11	+	20868			
ON-AIR REPORTING	+	+	+	+				+	2	+	18000			
PRODUCTION	1	5	21600	25771	*	*	*	1	15	21600	21270	*	*	*
PUBLIC RELATIONS	2	5	21068	21927	*	*	*	4	38	18409	19293	*	*	*
WRITING / EDITING	+	3	+	20267				2	21	18637	16475	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	4	19463	20584	*	*	*	3	12	19107	18310	*	*	*
FINANC,TAXA, MONETARY POL	+	6	+	21925				5	22	20855	21392	*	*	*
ECONOMIC PROGRAMS	+	1	+	20000				2	5	17984	18394	*	*	*
LAW ENFORCEMENT	+	+	+	+				+	22	+	20526			
MILITARY	2	9	22000	22501	*	*	*	15	56	22510	21365	*	*	*
NATIONAL SECURITY	+	3	+	31800				1	9	19654	23868	*	*	*
URBAN / REGIONAL PLANNING	+	7	+	25576				1	10	15000	24251	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	2	6	29394	25131	*	*	*	3	49	25829	23984	*	*	*
COUNSELING	+	4	+	19894				1	17	15500	17162	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	1	+	23500			
SOCIAL WORK	+	1	+	13000				5	14	17771	18579	*	*	*
ENGINEERING														
BIOENGINEERING	2	8	30980	32216	*	*	*	3	15	28753	30954	*	*	*
DESIGN / CONSTRUCT	27	369	30331	28283	33300	30600	27000	102	671	29172	28238	33500	30000	24000
ENVIRONMENTAL/SANITATION	5	31	31234	28809	*	*	*	8	62	28521	27866	*	*	*
MANUFACTURING/INDUSTRIAL	54	725	33228	30845	36000	33330	28000	97	1124	31534	30537	35040	32100	26400
SYSTEMS / PROGRAMMING	5	51	28454	29758	*	*	*	14	112	28324	29675	*	*	*
POWER SYSTEMS	6	74	29533	29897	*	*	*	9	112	28578	29692	*	*	*
SOFTWARE DESIGN & DEVELOP	4	44	29915	29998	*	*	*	11	101	28996	29543	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/3/89 THROUGH 3/6/89							CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
HARDWARE DESIGN & DEVELOP	5	46	$30940	$30556	*	*	*	21	87	$30649	$30312	$32000	$30600	$29000
RESEARCH & DEVELOPMENT	7	86	31173	30992	*	*	*	48	218	30272	30275	33400	31192	25000
TESTING	5	47	28279	30681	*	*	*	23	107	27417	28788	31800	27000	24900
PROCESS ENGINEERING	122	341	32537	32546	$35400	$33500	$27600	180	629	32214	31963	35400	33490	26400
OTHER ENGINEERING	2	147	33200	29720	*	*	*	4	217	32605	29839	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	23	130	26221	27859	30000	26004	23160	59	330	26420	26936	30000	27000	23160
INFORMATION SYSTEMS	2	38	22458	27108	*	*	*	9	148	23438	27006	*	*	*
SYSTEMS ANALYSIS & DESIGN	20	71	28890	28443	32100	28400	26300	29	151	27665	27759	30492	27948	24000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	3	5	25743	26346	*	*	*	4	16	29314	27269	*	*	*
AGRICULTURE/NAT'L RESOURC	1	10	15000	22080	*	*	*	2	34	17000	22353	*	*	*
ARCHITECTURE	+	1	+	28000				1	19	23400	22693	*	*	*
CONSULTING	2	143	29500	28587	*	*	*	14	238	28134	27571	*	*	*
HUMAN RESRCS /INDUS RELS	+	11	+	23117				7	63	21591	22410	*	*	*
MANAGEMENT TRAINEE	13	126	22329	22684	*	*	*	67	511	21896	21453	28000	21000	18000
MATH/STATISTICIANS	+	5	+	23111				+	12	+	21808			
NURSES / PERSONAL CARE	+	1	+	20000				3	77	20747	23057	*	*	*
OTHER HEALTH RELATED (EX	+	24	+	29855				3	145	21822	28144	*	*	*
PARALEGAL	+	+	+	+				+	2	+	20460			
PERFORMING ARTS (ENTERTAI	+	+	+	+				+	3	+	15000			
RESEARCHERS NON-TECHNICAL	+	2	+	26496				+	7	+	23679			
RESEARCHERS - TECHNICAL	+	+	+	+				+	10	+	20115			
TEACHING	3	16	16195	19747	*	*	*	17	154	18611	18214	*	*	*
TOTALS	450	4245						1230	9352					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SWPA REGIONAL Report No. 2 MARCH 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/3/89 THROUGH 3/6/89							CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	71	103	$30141	$29979	$33000	$30996	$26520	82	160	$29883	$28801	$33000	$30498	$26000
MBA--NON-TECH	1	48	30000	37118	*	*	*	42	125	30868	33068	36000	30000	26000
MBA--TECH	4	26	34100	39319	*	*	*	4	40	34100	37993	*	*	*
MS-BUSINESS	1	4	24000	31075	*	*	*	6	16	25417	29550	*	*	*
DISTRIBUTION MANAGEMENT	+	+	+	+				+	1	+	30900			
ECONOMICS & FINANCE (BANK	3	10	29268	37620	*	*	*	3	38	29268	35279	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	1	2	28000	28550	*	*	*	2	5	27200	28300	*	*	*
MANAGEMENT INFORMATION SY	+	5	+	36073				3	16	30533	30560	*	*	*
MARKETING/MKTNG MGT (RESE	1	4	29000	36875	*	*	*	2	15	25750	31687	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	1	+	21000			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	1	+	30000				+	1	+	30000			
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	1	1	19300	19300	*	*	*	3	5	21767	19660	*	*	*
ELEMENTARY EDUCATION	+	1	+	24000				+	3	+	20000			
PHYSICAL EDUCATION	+	+	+	+				+	+	+	+			
READING EDUCATION	+	+	+	+				+	+	+	+			
SPECIAL EDUCATION	+	1	+	21600				+	6	+	22580			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	1	+	23107			
LETTERS	+	+	+	+				+	2	+	23250			
VISUAL & PERFORMING ARTS	+	+	+	+				+	1	+	23000			
HUMANITIES - OTHER	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	2	+	19863			
POLITICAL SCIENCE / GOVT	+	1	+	20000				+	1	+	20000			
PSYCHOLOGY	+	1	+	22500				+	3	+	18500			
SOCIOLOGY	1	1	22000	22000	*	*	*	1	2	22000	27000	*	*	*
SOCIAL SCIENCES - OTHER	+	1	+	43704				1	6	24096	23473	*	*	*

continued

SWPA REGIONAL Report No. 2 MARCH 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 2/3/89 THROUGH 3/6/89							CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	6	+	$32870				+	7	+	$32929			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	2	+	32500			
CHEMICAL	7	11	$36460	36631	*	*	*	8	21	$35552	35626	*	*	*
CIVIL	+	19	+	29342				1	32	27500	28851	*	*	*
COMPUTER	+	6	+	39313				2	15	31200	35003	*	*	*
ELECTRICAL/ELECTRONIC	9	71	40589	36053	*	*	*	22	109	38090	35673	$47000	$36450	$34200
INDUSTRIAL	+	12	+	35350				4	16	33650	34925	*	*	*
MECHANICAL	9	60	37987	35730	*	*	*	11	87	36971	35209	*	*	*
METALLURGICAL	+	9	+	35578				+	16	+	34421			
MINING & MINERAL	+	4	+	30385				1	6	32900	31257	*	*	*
NUCLEAR	+	1	+	37200				+	1	+	37200			
PETROLEUM	3	3	38320	38320	*	*	*	9	12	42115	39936	*	*	*
TEXTILE	+	+	+	+				+	+	+				
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				+	4	+	27428			
HEALTH SCIENCES	+	1	+	26000				1	7	24000	21837	*	*	*
NURSING	+	+	+	+				+	1	+	25000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	1	+	23000			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	3	+	22905			
CHEMISTRY	1	5	32700	30900	*	*	*	1	11	32700	31455	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	8	45	33313	35619	*	*	*	10	57	33014	35105	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	1	7	38400	33814	*	*	*	5	25	32480	30332	*	*	*
MATHEMATICS (INCL ACTUARI	+	4	+	28032				1	12	30000	29187	*	*	*
PHYSICS	+	+	+	+				+	1	+	32016			
POLYMER	+	+	+	+				+	4	+	30330			
TOTALS	122	474						225	900					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 2/3/89 THROUGH 3/6/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	+	36	+	$46453			
MBA--TECH	+	14	+	53779			
OVER 2 TO 4 YEARS							
MBA--NON-TECH	+	46	+	47935			
MBA--TECH	+	33	+	53070			
OVER 4 YEARS							
MBA--NON-TECH	+	29	+	49129			
MBA--TECH	+	21	+	53943			
TOTALS	+	179					

CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	18	77	$30200	$38759	*	*	*
MBA--TECH	1	22	18726	47542	*	*	*
OVER 2 TO 4 YEARS							
MBA--NON-TECH	16	83	34644	42442	*	*	*
MBA--TECH	+	49	+	50743			
OVER 4 YEARS							
MBA--NON-TECH	17	73	35618	42249	*	*	*
MBA--TECH	2	35	42800	49769	*	*	*
TOTALS	54	339					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 2/3/89 THROUGH 3/6/89

CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	2	+	$45000				+	4	+	$51125			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	3	+	41700			
HUMANITIES & SOCIAL SCIENCES														
ECONOMICS	+	+	+	+				+	+	+	+			
ENGLISH	+	+	+	+				+	1	+	20000			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	2	+	23500			
SOCIOLOGY	+	+	+	+				+	+	+	+			
ENGINEERING														
AEROSPACE	6	7	$50633	50711	*	*	*	6	7	$50633	50711	*	*	*
CHEMICAL	5	10	51000	47697	*	*	*	9	24	49179	45838	*	*	*
CIVIL	+	+	+	+				+	2	+	31200			
COMPUTER	+	1	+	48000				+	2	+	52500			
ELECTRICAL/ELECTRONIC	1	6	48000	50941	*	*	*	1	12	48000	45379	*	*	*
MECHANICAL	+	3	+	43533				+	3	+	43533			
METALLURGICAL	+	2	+	46010				1	3	49200	47073	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	1	12	33000	44200	*	*	*	2	22	33000	43013	*	*	*
GEOLOGICAL SCIENCES	+	1	+	34800				+	2	+	35400			
MATHEMATICS	+	+	+	+				+	+	+	+			
PHYSICS	+	1	+	36000				+	3	+	41000			
POLYMER	+	+	+	+				+	2	+	42900			
TOTALS	13	45						19	92					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
ACCOUNTING	25424 248 32004/23500			28500 1	24504 1				22500 1
BUSINESS ADMIN (INCL MGMT	28533 3								15900 1
ECONOM & FINANCE (BANKING	21305 4			25782 12	26000 1	25355 2	22668 3	23000 1	21588 8
MANAGEMENT INFO SYSTEMS	26667 3					29714 4	26107 6		
MARKETING/MARK MGMT (RESR							30000 1		19100 2
COMMUNICATIONS									14250 1
LETTERS (incl English, Li							24000 1		
CHEMICAL								30733 3	
CIVIL								27556 8	
ELECTRICAL/ELECTRONIC	26250 2					29750 2	32500 1		
INDUSTRIAL	26000 1								
MECHANICAL								28667 3	
ENGINEERING TECHNOLOGY								20800 1	
COMPUTER SCIENCE						29700 2	22200 1		
INFORMATION SCIENCES & SY							23160 1		
MATHEMATICS	27500 1								

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER		PUBLISHING		REAL ESTATE	
ACCOUNTING	24000	1			28000	1			18G00	1								
BUSINESS ADMIN (INCL MGMT	18150	2	25556	1	24391	8			19586	7	23000	1						
ECONOM & FINANCE (BANKING	24491	3	19200	2	20619	3			20702	7								
HOTEL/RESTAURANT MGMT.			20750	2														
HUMAN RSRCS (incl LABOR R					18000	1			19500	1								
MANAGEMENT INFO SYSTEMS			18000	1	25000	2			19000	1								
MARKETING/MARK MGMT (RESR	19000	2	18200	3	17500	2			20867	15					26750	2	35000	1
ADVERTISING									18700	1								
COMMUNICATIONS	23000	1							26000	1							13500	1
TEXTILES & CLOTHING									12720	2								
PSYCHOLOGY									25000	1								
AEROSPACE & AERONAUTICAL					31000	1												
ELECTRICAL/ELECTRONIC					31000	1												
MECHANICAL					25728	1												
COMPUTER PROGRAMMING					24000	1												
INFORMATION SCIENCES & SY									25920	1								
SYSTEMS ANALYSIS									27100	1								
NURSING											15000	1						

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING				23000 2		22375 7	21236 9	19278 1	
BUSINESS ADMIN (INCL MGMT				18513 5	21000 1	19236 4	25000 1		20000 1
DISTRIBUTION MANAGEMENT						19875 1			
ECONOM & FINANCE (BANKING				25500 2		16821 3	15000 1		
HOTEL/RESTAURANT MGMT.				21600 1		18000 1			
MANAGEMENT INFO SYSTEMS			26004 1	27480 1	23000 1	20750 2			
MARKETING/MARK MGMT (RESR			18375 2	22750 2	13273 1	16741 4			22413 3
REAL ESTATE						18726 1	15000 1		
JOURNALISM					18000 1				
ELEMENTARY EDUCATION					18639 9				
PHYSICAL EDUCATION					12000 1				
SPECIAL EDUCATION					20622 4				
VISUAL & PERFORMING ARTS				17136 1	15450 1				
CRIMINAL JUSTICE						17248 1	18000 1		
HISTORY						23000 1			
POLITICAL SCIENCE/GOVT						19463 1			
PSYCHOLOGY						21000 1	16489 2		
AEROSPACE & AERONAUTICAL						26084 3			
AGRICULTURAL							19000 1		
BIOENGINEERING & BIOMEDIC						24300 1			
CHEMICAL						26500 2			
CIVIL		24912 3				20763 5	27557 5		
COMPUTER						24600 1	23000 1		

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ELECTRICAL/ELECTRONIC	31183 1		28300 3			23849 10			
INDUSTRIAL			26000 1			24000 1			
MECHANICAL			30300 2			25250 2			
PETROLEUM						28500 4			
ENGINEERING TECHNOLOGY		27000 2					21320 1		
ANIMAL SCIENCES						15000 1			
COMPUTER SCIENCE		20400 1	24738 2			20158 2			12000 1
COMPUTER PROGRAMMING						17878 1			
INFORMATION SCIENCES & SY		22500 2	26400 1						
ALLIED HEALTH									30000 1
HEALTH SCIENCES								23225 1	22000 1
NURSING								23620 2	
BIOLOGICAL					17700 1				
GEOLOGY & GEOLOGICAL SCI		15000 1							

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING							18000 1		
ECONOM & FINANCE (BANKING					23901 9	23000 1			26500 1
HOTEL/RESTAURANT MGMT.					28000 1				
HUMAN RSRCS (incl LABOR R					19900 1				
MANAGEMENT INFO SYSTEMS					24749 6			24000 1	30480 1
MARKETING/MARK MGMT (RESR								18000 1	24882 5
COMMUNICATIONS						17000 1			
PHYSICAL EDUCATION				18700 1					
CRIMINAL JUSTICE			10000 1						
SOCIOLOGY			28788 1						
SOCIAL SCIENCES-OTHER			21378 1						
AEROSPACE & AERONAUTICAL					28465 17				
ARCHITECTURAL								27720 1	
CHEMICAL								31200 1	33241 80 37200/32400
CIVIL							27500 1	26917 8	30960 1
COMPUTER					26780 2				
ELECTRICAL/ELECTRONIC					29327 23 33900/27400		27200 2	27000 2	33011 9
MECHANICAL					28485 24 33300/25200		30476 7	30325 4	32640 27 35400/30240
ENGINEERING TECHNOLOGY					20000 1			22200 1	
COMPUTER SCIENCE					28629 9				27900 1
COMPUTER PROGRAMMING					30000 1				
INFORMATION SCIENCES & SY					25920 1				
ARCHITECTURAL & ENVIRONME					23400 1				

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	24140 4								24580 30 27000/23000
BUSINESS ADMIN (INCL MGMT			21600 1	22500 1					25721 9
ECONOM & FINANCE (BANKING	24150 2	24600 1			30000 1				25646 27 34000/24000
MANAGEMENT INFO SYSTEMS	24000 1								28105 17
MARKETING/MARK MGMT (RESR	18650 4	23400 2	23881 8						25886 7
COMMUNICATIONS			17000 1						
CHEMICAL	31672 2	32400 1						34000 1	33463 60 41400/31000
CIVIL									31963 5
COMPUTER	30200 2								27900 3
ELECTRICAL/ELECTRONIC	31235 23 35400/30000	29761 18	28000 2		34250 2			34940 2	33130 4
INDUSTRIAL	27300 1	27000 1							25100 2
MECHANICAL	30983 6	29406 16	30900 2		28200 2			30750 2	31434 43 36768/27600
PETROLEUM									31870 43 50550/25200
ENGINEERING TECHNOLOGY	28350 2		32400 1						27853 3
COMPUTER SCIENCE	26900 4	29640 2							28969 10
INFORMATION SCIENCES & SY	22902 2	26400 2							27930 2
SYSTEMS ANALYSIS									24000 1

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BUSINESS ADMIN (INCL MGMT			26506 1		24000 1	
MARKETING/MARK MGMT (RESR			30000 1			22000 1
ELECTRICAL/ELECTRONIC			31312 3			
INDUSTRIAL			29933 3			
MECHANICAL		30000 1	29600 1			29400 1
ENGINEERING TECHNOLOGY			23960 5	33600 1		
INDUSTRIAL TECHNOLOGY			25000 1			
MATHEMATICS						30096 1

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BACHELOR - NON TECHNICAL	25411 258 34100/23500			25991 13	25252 2	28261 6	25332 11	23000 1	20273 13
BACHELOR - TECHNICAL	26500 4					29725 4	25953 3	27963 15	

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BACHELOR - NON TECHNICAL	21641 9	19784 9	22823 17		20180 37 26000/15996	23000 1		26750 2	24250 2
BACHELOR - TECHNICAL			27932 4		26510 2	15000 1			

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL			20918 3	21520 14	18577 19	19623 27 26400/16000	19807 15	19278 1	21810 4
BACHELOR - TECHNICAL	31183 1	23237 9	27486 9		17700 1	23762 33 35052/19654	25138 8	23488 3	21333 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL			20055 3	18700 1	24206 17	20000 2	18000 1	21000 2	25913 7
BACHELOR - TECHNICAL					28514 79 36300/24816		29523 10	27750 17	33021 118 37200/31500

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	22133 11	23800 3	22965 10	22500 1	30000 1				25781 90 34000/24000
BACHELOR - TECHNICAL	30130 42 36600/27300	29442 40 35000/26604	30040 5		31225 4			33076 5	31871 176 50550/26400

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BACHELOR - NON TECHNICAL			28253 2		24000 1	22000 1
BACHELOR - TECHNICAL		30000 1	27549 13	33600 1		29748 2

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MBA--NON-TECH	29747 15			31022 9		30960 1	36800 1	34333 3	
MBA--TECH									

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH		21000 1						33000 1	
MBA--TECH									

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH				29000 1					

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH						37200 1	36000 1		
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	38400 1	30300 2			25800 2				28833 3
MBA--TECH									35800 3

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH				36000 1		
MBA--TECH						

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25388 243 32004/23700	23990 55 33250/21132				24504 1			23613 2
BUSINESS ADMIN (INCL MGMT	21863 2		15900 1						21098 2
ECONOM & FINANCE (BANKING	19910 3	25662 24 32000/24000	27000 1	25500 5	27800 2		16000 1	17500 1	23326 20 31000/18000
MANAGEMENT INFO SYSTEMS		24622 1							
MARKETING/MARK MGMT (RESR	18726 1								24600 2
COMMUNICATIONS									14250 1

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
ACCOUNTING				28000 1					
BUSINESS ADMIN (INCL MGMT		21050 4			26400 2	20000 1	20880 5		
DISTRIBUTION MANAGEMENT					19875 1				
ECONOM & FINANCE (BANKING		20129 2		24750 2	23899 7	22500 1	22249 4		
HOTEL/RESTAURANT MGMT.							20500 1		
HUMAN RSRCS (incl LABOR R				19500 1					
MARKETING/MARK MGMT (RESR		20000 1			20100 4		22655 33 35000/17500		
ADVERTISING					18700 1				
COMMUNICATIONS							20000 3		
PSYCHOLOGY					25000 1				
CHEMICAL							31728 5		
ELECTRICAL/ELECTRONIC							32520 1		
MECHANICAL							30220 3		

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
ACCOUNTING						20855 5			
BUSINESS ADMIN (INCL MGMT		21600 1	25000 1		18930 2				19362 2
ECONOM & FINANCE (BANKING							18720 1		
MARKETING/MARK MGMT (RESR				13273 1					15000 1
REAL ESTATE									18726 1
COMMUNICATIONS			13500 1						
JOURNALISM			18000 1						
LETTERS (incl English, Li				24000 1					
VISUAL & PERFORMING ARTS			17136 1						
CRIMINAL JUSTICE							17248 1		
HISTORY									23000 1
POLITICAL SCIENCE/GOVT					19463 1				
PSYCHOLOGY									21000 1
AEROSPACE & AERONAUTICAL									21600 2
CHEMICAL									26500 2
ELECTRICAL/ELECTRONIC									23667 3
PETROLEUM									27000 2

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
PHYSICAL EDUCATION			18700 1						
CRIMINAL JUSTICE						14000 2			
PSYCHOLOGY				15500 1		17478 1			
SOCIOLOGY			28788 1						
SOCIAL SCIENCES-OTHER						21378 1			
AEROSPACE & AERONAUTICAL								27736 4	
ARCHITECTURAL								27720 1	
BIOENGINEERING & BIOMEDIC							24300 1		
CHEMICAL							30980 2	33278 8	28000 1
CIVIL								26175 23 33996/21372	28595 7
ELECTRICAL/ELECTRONIC	19654 1							30007 26 33900/27000	
INDUSTRIAL								24000 1	
MECHANICAL								30930 32 35400/28800	
PETROLEUM								29000 3	
ENGINEERING TECHNOLOGY								21920 4	
ALLIED HEALTH			30000 1						
HEALTH SCIENCES						22000 1			
GEOLOGY & GEOLOGICAL SCI		15000 1							

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
ACCOUNTING						23000 1			
ECONOM & FINANCE (BANKING	25800 1	23520 1							
AEROSPACE & AERONAUTICAL		31000 1				29641 10	26868 3		
CHEMICAL	33782 22 41400/32760			28000 1		32386 11		33445 97 38424/32400	33780 1
CIVIL	27559 4							30960 1	
COMPUTER		27900 3		23000 1		30999 1			
ELECTRICAL/ELECTRONIC	29850 10	30326 2	27167 6	29829 7	31165 16	31573 10	29254 11	30510 7	33200 2
INDUSTRIAL	28225 4					28600 2		25100 2	
MECHANICAL	30845 44 36600/27680	29290 4	30300 2	29064 1	29433 3	31612 5	26025 8	31104 40 36768/27240	30240 1
PETROLEUM	37254 9					30510 2		30552 31 49200/24960	
ENGINEERING TECHNOLOGY	22800 1		33600 1		28350 2	25733 6	20000 1	34200 2	
INDUSTRIAL TECHNOLOGY	25000 1								
COMPUTER SCIENCE	27900 1	26833 3							
MATHEMATICS				30096 1					

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BUSINESS ADMIN (INCL MGMT			25800 1	30264 2			30300 2	25751 2	22021 17
ECONOM & FINANCE (BANKING		23500 2					37472 1		21553 15
HOTEL/RESTAURANT MGMT.									22150 4
HUMAN RSRCS (incl LABOR R								18950 2	
MANAGEMENT INFO SYSTEMS	27004 24 30480/24500	23805 5	26640 11				28000 1	23000 1	25896 5
MARKETING/MARK MGMT (RESR	29500 2							15738 1	21615 21 34000/18600
REAL ESTATE									15000 1
COMMUNICATIONS								23000 1	
TEXTILES & CLOTHING									12720 2
AEROSPACE & AERONAUTICAL				31000 1					
AGRICULTURAL					19000 1				
CIVIL							27000 1		
COMPUTER	25300 2		28480 2						
ELECTRICAL/ELECTRONIC			32800 2				27300 5		32500 1
INDUSTRIAL							26000 1		
MECHANICAL				25728 1					
ENGINEERING TECHNOLOGY							20800 1		
ANIMAL SCIENCES					15000 1				
COMPUTER SCIENCE	26855 17	22458 2	28159 10				30000 1		24475 1
COMPUTER PROGRAMMING	23959 3								
INFORMATION SCIENCES & SY	24788 11		28200 1						
SYSTEMS ANALYSIS			25550 2						
ARCHITECTURAL & ENVIRONME						23400 1			

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
MATHEMATICS							27500 1		

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT								21000 1
MARKETING/MARK MGMT (RESR			21120 2					
ELEMENTARY EDUCATION								18639 9
PHYSICAL EDUCATION								12000 1
SPECIAL EDUCATION								20622 4
VISUAL & PERFORMING ARTS								15450 1
HEALTH SCIENCES			23225 1					
NURSING		20747 3						
BIOLOGICAL								17700 1

AVERAGE SALARY OFFERS MARCH 1989 SWPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 3/6/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25267 249 32004/23500	24500 80 33250/22500	21450 2	25500 5	27800 2	24504 1	16000 1	17500 1	22540 27 31000/17200
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL		20637 7		24250 4	22754 16	21250 2	22207 46 35000/16000		
BACHELOR - TECHNICAL							31313 9		

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL		21600 1	18409 4	18637 2	19107 3	20855 5	17984 2		19408 6
BACHELOR - TECHNICAL									24578 9

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL			23744 2	15500 1		16714 4			
BACHELOR - TECHNICAL	19654 1	15000 1	30000 1			22000 1	28753 3	29172 102 36000/24000	28521 8

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	25800 1	23520 1				23000 1			
BACHELOR - TECHNICAL	31594 96 50550/26604	28693 13	2857 9	28996 11	30649 21 35400/29000	30427 47 35230/25000	27417 23 33996/24900	32214 180 49200/26400	32605 4

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL	27196 26 30480/24500	23718 7	26570 12	30264 2			31518 4	21591 7	21694 65 34000/18000
BACHELOR - TECHNICAL	25809 33 31200/22800	22458 2	28438 17	28364 2	17000 2	23400 1	26780 10		28488 2

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL			21120 2					18668 16
BACHELOR - TECHNICAL		20747 3	23225 1					17700 1